RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #447000
Mr. G. Burns
MUTUAL WHOLESALE

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Gene:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

PO #051898

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	1
Light 100	12300-25292	1
FF 100	12300-25293	1
Lt Men 100	12300-25294	1
Ult Lt 100	12300-25295	1
Box 100	12300-25296	1
Lt Box 100	12300-25297	1

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$1,535.17**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR JUN B8G2F'

51844 9130

Source: https://www.industrydocuments.ucsf.edu/docs/fhpy0000

PROMOTION DESCRIPTION:

**** * * * NO PACKING IS REQUIRED * * * ****

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$25.20 (7 (6M) case(s) @ $3.60).** Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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51844 9131

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

*** NO PACKING REQUIRED *** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100

7 STYLES

											CARTONS PER STYLE	
162204		727918	DELAWARE RIVER FLY	HE 1	STARLIGHT	PA	BI	447000	MUTUAL WHOLSALE SE		30	
							447000 Total				1	CASE(S) PER STYLE

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